

The Trustees
**annual
report**
Fiscal Year

2015





I am pleased to report that we continue to make substantial progress in achieving the goals of our strategic plan, *The Path Forward*. In our core work of land conservation, the new Eliot Initiative has focused our efforts on the acquisition of new reservations that have the most promise for engagement near large populations, those which are iconic enough to be destinations in and of themselves, and farms on which healthy local agriculture can be modeled. In addition to the recent



This year, the Afternoon Garden at Naumkeag in Stockbridge (pictured) and the Casino at Castle Hill in Ipswich underwent detailed restorations, supported by the *Bringing Our Stories to Life* campaign. The result isn't just a stunning piece of scenery, but rather unique venues in which to tell not only the stories of the past, but to create our own stories into the future.

acquisitions of the Governor Oliver Ames Estate in Easton and the Allen C. Haskell Public Gardens in New Bedford, we are in the process of adding The Farm Institute on Martha's Vineyard, which operates the 186-acre Katama Farm.

We have also acquired properties that are adjacent to existing reservations, like the Brickyard in Chilmark on Martha's Vineyard, which abuts our Menemsha Hills Reservation, additional portions of the top of Monument Mountain in Great Barrington, and Stevens Field in North Andover, which contains an important link between two of our reservations, Weir Hill and Stevens-Coolidge Place.

"Engagement with new communities is a priority for The Trustees..."

Our effort to revitalize our cultural properties through the *Bringing Our Stories to Life* campaign is making great strides. Renovations of the Casino at Castle Hill are complete and we are now working to restore the Crane Estate's Italian Garden. At Naumkeag, the Afternoon Garden is now fully restored, and efforts are underway to restore and reassemble the Chinese Garden and reestablish elements of Mabel Choate's original greenhouse and farming operations. We are working to make these National Historic Landmarks more appealing to visitors whom we believe in turn will be more likely to participate in our new programs and become members and supporters.

Engagement with new communities is a priority for The Trustees, and the opening of Chestnut Hill Farm and its new CSA has brought our work to the Southborough area. And our leadership presence at the recently opened Boston Public Market is providing an incredible opportunity to introduce the Market's thousands of daily visitors to our mission.

Following on the successes of this past year, and as we approach the last two years of our strategic plan, the goals for the coming year are equally ambitious. President Barbara Erickson and her staff have responded to the challenges set forth in *The Path Forward* by making changes to our management structure that will enable significant improvements to the visitor's experience, and I remain confident that through their innovation and hard work, The Trustees' will continue its strong recent trend of self improvement and growth. In the year covered by this annual report, The Trustees grew by double digits in both revenue and staffing levels, while raising and applying record levels of resources to the significant initiatives we have undertaken.

Based on many efforts that are already underway, I look forward with optimism to reporting to you again at the next year end.

David D. Croll
Chairman, Board of Directors

I often find inspiration in the words and deeds of the people who forged the path before us, including our founders, who were, of course, also our very first funders. This year – as we stand poised on the eve of our 125th anniversary – I look back at our *Second Annual Report*, which lauds, and helps define, the disparate natures and motivations of donors who supported the work of our fledgling organization. In 1892, the Standing Committee notes, “Some [givers] will have their origin in the wish to hand down to posterity unchanged those scenes which have been consecrated by the lives of artists, seers, or poets; and yet others will embody the philanthropic purpose of those who would give crowded population an opportunity to view the beauty of the fair natural world.”

It speaks to the continued relevancy of our work that, although the landscape (both literal and figurative) has changed, the urgency of bringing people and place together in an exciting and vital manner has not. The meaning of our mission to connect more people with nature and each other has become amplified. We are focusing much of our land conservation efforts towards critical properties that connect us with new populations, as we have done most recently with the Ames Estate and the Allen C. Haskell Public Gardens.

“The meaning of our mission to connect more people with nature and each other has become amplified.”

We continue to expand our definition of audience engagement. Nowhere has this been more evident than in our work at the Boston Public Market this past year. As a founding partner and the programming partner of the KITCHEN, as well as at the new Appleton Farms booth, we are significantly increasing access and awareness to thousands of visitors and residents of Boston and beyond each month. Across the state, too, our staff leveraged this momentum to create more engaging programming for all ages to our farms, which has helped to increase both attendance and awareness of our mission, connecting people with food in a meaningful way.

This year, we continue to put significant time, talent, and resources towards bringing our cultural landscapes and landmarks back to life and into finer focus. Furthering the Excite segment of the strategic plan helped create such unique programs (from one end of the Commonwealth to another) like Drive-in Movies at Crane Beach in Ipswich to the “Naum-kegger” in Stockbridge.

But programs like this (and the many hundreds of others we organized this year) would never exist if it weren’t for the inspiration and foresight of those listed in the *Second Annual Report*. It is equally true of this annual report. As I scroll through, I recognize the names in the lists represent more than just individuals. In fact, they represent a motivated community that helped change the face of this great state—one that continues to inspire me on a daily basis.

Barbara Erickson

Barbara J. Erickson
President & CEO



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Guided by the Excite strategy in our five-year strategic plan, our statewide engagement team has been creating new and compelling programs to encourage visitors of all ages. Pictured above: Drive-in Movies seaside at Crane Beach. Popcorn, anyone?

To Market, To Market

Boston's abuzz about the visionary Boston Public Market

BY GENEVIEVE RAJEWSKI



For decades, Bostonians have clamored for an indoor public market to rival the vibrant civic spaces visited by thousands in Seattle, San Francisco and Philadelphia. That dream finally became a reality in July, when the new Boston Public Market – with a hand from The Trustees – opened on the Rose Fitzgerald Kennedy Greenway.

At this permanent hall directly above the Haymarket MBTA station, people are able to taste and buy food from local farmers, fishermen and specialty-food producers.



In the KITCHEN: Governor Baker discovered some tasty treats at the opening of the Boston Public Market in August. Meanwhile, the Appleton Booth (top) has seen a flurry of activity from shoppers wanting to sample our “Commonwealth of Cheese”!

“It’s the first market of its kind in the nation,” says Elizabeth Morningstar, CEO of the Boston Public Market Association.

As the Programming Partner, The Trustees is offering educational programming for the market’s 3,200-square-foot demonstration kitchen that will encourage a passion for regionally sourced food and appeal to a diverse audience. To build a menu of programs, The Trustees solicited proposals from community-based partners on the themes of cooking and food production, health and wellness, and sustainability and environmental education.

In April, the Boston Public Market Association announced the first 25 vendors for the market—including a booth selling dairy products from The Trustees’ Appleton Farms, one of the oldest continuously operating farms in the country. Another ten vendors joined their ranks by the time the market opened in August. The Trustees’ programming will help tell their stories to an expected 700,000 market visitors each year. “As a founding partner, we believe in the market’s potential to change the way Bostonians think about food,” says Barbara Erickson, The Trustees’ President and Chief Executive Officer.

CONTENTS

- 04** To Market, To Market
- 05** All the Right Ingredients
- 06** Land Conservation Report
- 08** Embracing a Legacy of Preservation
- 10** Who Knew?
- 12** Financial Report
- 13** Keeping the Magic Alive
- 14** Governance Volunteers
- 15** Gifts of Land
- 16** Strategic Projects
- 18** Annual Support
- 26** Semper Virens Society

The 2015 Annual Report reflects activities and donations during Fiscal Year 2015, which ended March 31, 2015.

All the Right Ingredients

BY GENEVIEVE RAJEWSKI

Last year, in partnership with The Trustees, Blue Cross Blue Shield of Massachusetts created a 3,500-square-foot community garden at its offices in Hingham. Employee teams care for garden plots throughout the growing season—learning about the benefits of nutritious, local and sustainable food and enjoying the organic vegetables, fruit and flowers at harvest.

“The feedback from our associates has been terrific,” says Jeff Bellows, Vice President of Corporate Citizenship at Blue Cross. “Many of these employees work in member services, helping customers over the phone who are having significant health issues.



Jeff Bellows

It can be a challenging work environment and being able to take a break, go outside and spend some time in the garden allows those employees to reenergize their batteries. It helps them go back to work focused and enjoying what they do.”

The Trustees is one of many organizations chosen for the Blue Cross Blue Shield Day of Service, notes Bellows, in which BCBS employees participate in a number of civic engagement projects statewide. Over the past two years, Blue Cross staffers have painted a barn, tended crops, removed invasive plants, installed fencing, maintained trails, and prepared vegetable beds and structures for winter through quarterly “BlueCrew” volunteer projects at The Trustees’ Weir River Farm in Hingham. So when Blue Cross heard about the opportunity to become The Trustees’ health and wellness partner at the new Boston Public Market, the health insurance company saw the KITCHEN collaboration as a natural way to grow an already-multifaceted partnership.

“The combination of healthy eating, active lifestyles and healthy environments are core both to our strategy for corporate



citizenship and to what The Trustees do,” says Bellows. And the indoor market—the first in the nation to connect consumers with entirely locally sourced food, all year-round—offered fertile ground for the two organizations to advance their aligned missions.

The Trustees manages educational programming for a 3,200-square-foot demonstration kitchen at the market, which opened this past summer. Programs include a mix of hands-on cooking classes, chef-led demonstrations, tours and film screenings—all with a strong emphasis on cooking local food. Blue Cross worked closely with The Trustees to develop the curriculum and contributes expert information on health and wellness practices as part of the offerings, notes Bellows.

The insurer also appreciates that the new market participates in Boston Bounty Bucks. This innovative program, funded by the Boston Mayor’s Office and private contributions, helps make healthy food more affordable by providing a dollar-

Members of the BlueCrew are armed (with paint rollers!) and ready to do some dirty work at Weir River Farm.

for-dollar match, up to \$10, each time a Supplemental Nutrition Assistance Program client shops at a participating farmers’ market.

In this way, supporting the Boston Public Market reflects a two-pronged approach that’s key to incorporating more healthy foods and activities into day-to-day life, notes Bellows. “It starts, of course, with education: People need to understand the correlation of their diet, exercise, and environment to their own health. But you also need to be able to access those three things, no matter what your socioeconomic status.”

Volunteer work days are of incredible value to The Trustees, often helping us complete projects that could take our property staff weeks to finish on their own.

For more information on Corporate Volunteering, please visit www.thetrustees.org/volunteer.

Land Conservation

Conservation Restrictions (CR)

PROJECT CITY/TOWN ACREAGE PARTNERS DONORS	DESCRIPTION
Glass Property Westhampton 82 Acres Marc J. Glass*	Marc Glass donated a Conservation Restriction on 82 acres of land in Westhampton to Hilltown Land Trust, an affiliate of The Trustees. The land is classified as prime forest and contains substantial frontage on Langdon Brook and the North Branch of the Manhan River.
Norwich Hill Huntington 50 Acres Norwich Hill Wildlife Sanctuary*	A Conservation Restriction was conveyed to Hilltown Land Trust, an affiliate of The Trustees, by the Norwich Hill Wildlife Sanctuary, which was founded many years ago to protect this 50-acre parcel of neighborhood land from future development. The land contains important wildlife habitat and water resources that have now been permanently protected.
Newbury Meadow Newbury 5.5 Acres Adele Pollis and Robert Menicocci*	Though the land had been temporarily protected, these landowners assured permanent conservation by granting a Conservation Restriction over the land, which is located on Newbury's historic Lower Green. The parcel is part of the Old Town Hill Reservation viewshed.

Fee Acquisition (Present & Future Reservations)

PROJECT CITY/TOWN ACREAGE PARTNERS DONORS	DESCRIPTION
Weiss Property Westhampton 82.1 Acres Nancy L. Weiss* and Westhampton Conservation Commission	Dr. Nanacy Weiss donated 82 acres of forest land to Hilltown Land Trust, with a Conservation Restriction going to the Westhampton Conservation Commission. The entire property is classified as BioMap II Core Habitat. The land is adjacent to more than 635 acres of land previously protected by Hilltown Land Trust, creating a 717-acre block of protected land on the Westhampton – Huntington town line.
Woolson St. Garden Boston 0.1 Acres City of Boston Department of Neighborhood Development, Mattapan Food and Fitness Coalition, Fairmount Greenway Coalition	Located in the Mattapan neighborhood, this garden was acquired from the City of Boston. Residents celebrated the new garden in September with a cookout attended by local politicians and Boston Mayor Marty Walsh.
The Brickyard Chilmark 18 Acres Estate of Flora Epstein*	The Epstein family completed the donation of this property, a transfer Flora Epstein had planned for many years prior to her passing. Adjacent to the Menemsha Hills Reservation, this property contains the ruins of an iconic chimney, which serves as a reminder of Martha's Vineyard's industrial past.
Dater Cummington 2 Acres Philip Dater and Alan Dater*	Brothers Philip and Alan Dater donated two acres of their family land to become part of the William Cullen Bryant Homestead in Cummington. The Daters are distant relatives of the Bryant family.
Stevens Field North Andover 10 Acres Ann J. Stevens*	Ann Stevens' donation of her family's field follows previous donations of a Conservation Restriction and trail easement in previous years. This property contains an important trail link between two Trustees reservations, Weir Hill to Stevens-Coolidge Place.
Moraine Farm Addition Beverly 41.3 Acres Wilhelmina Van Liere Batchelder-Brown*	This gift significantly expands Trustees holdings at Moraine Farm in Beverly, an Olmsted-designed landscape. With frontage on Wenham Lake and a historic access from Conant Street, as well as mature woodlands and farm fields, the land typifies the diverse Moraine Farm landscape.

**In the past year, The Trustees protected,
or helped protect, 21 properties – more than 670 acres.**

Conservation Assistance Projects

PROJECT | CITY/TOWN
ACREAGE | PARTNERS/DONORS

DESCRIPTION

Bread and Cheese Brook | Westport
17.8 Acres | Westport Land Conservation Trust

The Westport Land Conservation Trust purchased this 18-acre property with the assistance of the Hilltown Land Trust, an affiliate of The Trustees. It contains the headwaters of Bread and Cheese Brook and adds to adjacent properties to create the more than 100-acre Headwaters Conservation Area.

Barrett Farm | Westport
18.9 Acres | Commonwealth of Massachusetts,
Westport Land Conservation Trust,
Deborah Barrett, Town of Westport

With the assistance of The Trustees, the Commonwealth of Massachusetts purchased this Agricultural Preservation Restriction from local farmer Deborah Barrett at a deep bargain sale in order to protect an important organic farm in Westport.

Constantine Property | Westport
29.8 Acres | Westport Land Conservation Trust,
James and Carol Constantine, Town of Westport

Containing wetlands that flow into the Westport River, James and Carol Constantine donated their woodlot to Westport Land Conservation Trust with the assistance of The Trustees.

Brewster Woodlot | Westport
17.4 Acres | Westport Land Conservation Trust,
Jennifer Brewster, Town of Westport

This woodland habitat has been forever protected by Jennifer Brewster, who donated her property to the Westport Land Conservation Trust. The Town of Westport holds a conservation restriction.

Bazar Property | Westport
38.6 Acres | Westport Land Conservation Trust,
Peter Bazar, Town of Westport

38 acres of critical habitat and wetlands have been protected by Peter Bazar's donation of this property to the Westport Land Conservation Trust. The Town of Westport holds a Conservation Restriction.

Cuddigan APR | Seekonk
70 Acres | Seekonk Land Conservation Trust,
MA Department of Agricultural Resources,
Seekonk Conservation Commission

Along Runnins River, this large farm property has been farmed for generations and will now be protected through an Agricultural Preservation Restriction.

Guild Property | Westport
3 Acres | Westport Land Conservation Trust,
Ralph and Calla Guild

Ralph and Calla Guild donated this scenic property along Herring Brook and the West Branch of the Westport River to the Westport Land Conservation Trust. It contains expansive views of the Westport River estuary and protects important waterfront habitat.

Camara Property | Westport
42 Acres | Westport Land Conservation Trust,
Town of Westport

The Westport Land Conservation Trust partnered with the Town of Westport to purchase this property along South Watuppa Pond, with the assistance of The Trustees. Once opened to the public for passive recreation, this property will become the Land Trust's 9th conservation area.

St. Ives Property | Freetown
30 Acres | MA Department of Conservation
and Recreation

This forested parcel consists of important habitat and adds new views and trails to the Southeastern Massachusetts Bioreserve. Purchased by the MA DCR, with the assistance of The Trustees.

River Rock Farm APRs | Westport
38 Acres | MA Department of Agricultural Resources

The Trustees acquired three Agricultural Preservation Restrictions in anticipation of eventually conveying them to the Commonwealth. Those transfers were subsequently completed.

Bittersweet Drive Property | Seekonk
74 Acres | Seekonk Land Conservation Trust,
Seekonk Conservation Commission

This parcel consists of wetland, fields and forests and will provide new walking trails for the public to enjoy. Acquired by the Seekonk Land Conservation Trust with the assistance of The Trustees.

Embracing a Legacy of Preservation

BY JEFF HARDER

A 47-acre riverfront medley of farm fields and woodland trails, Slocum's River Reserve is one of the singular landscapes in Dartmouth and a highlight of The Trustees properties on the South Coast. It's also a dear place to Jack and Betty Slocum for reasons evident in their last name: 88-year-old Jack is a tenth-generation Slocum, a family who first emigrated from England in the 1600s and claimed the area that would become the reserve centuries later.

Those strong family ties to Slocum's River Reserve are Jack's and Betty's reasons for establishing a Charitable Gift Annuity as part of The Trustees' Semper Virens Society. "We wanted to do what we could as far as helping preserve land in Dartmouth that was once owned by the Slocum family, all the way back to the 17th century," Jack says.

In exploring the Slocum clan's genealogy, Jack discovered a great deal about the history of the riverfront terrain as well as the colorful characters that lived on it. Take Peleg Slocum, for example, a devout Quaker, farmer, and seaman who amassed a fortune—and not always through legitimate means. On occasion, Peleg was a smuggler: records from the local historical society call him "a merchant 'on the wrong side of the law'," who used a sailing vessel (and his waterfront home's proximity to Buzzards Bay) to engage in "a very profitable contraband trade." "Peleg was right down at the end of the line—he could just sail right out to the islands," says Betty, who once painted an oil-on-canvas rendering of the property's



original homestead overlooking the river.

Beyond preserving a significant site from their family's past, Jack's and Betty's attention to the reserve stems from a love of the outdoors cultivated over a lifetime in New England. "When

we were married in 1950 we had \$20 in the bank, so for our honeymoon, we climbed Mount Moosilauke," Jack says with a laugh. Over time, the couple passed the traditions of hiking, camping, and mountain climbing down to their



With a kayak or canoe (or on foot) at Slocum's River you can take in the heady salt air and the expansive views of the sparkling river, Buzzards Bay, the Elizabeth Islands, and even the cliffs of Martha's Vineyard.

children. "We had five children, and since we really didn't have the money to go to concerts and those sorts of things, we took to hiking and picnicking instead," Betty jokes. But the embrace of the outdoors was about more than finding a frugal form of leisure for a burgeoning family—it was about appreciating the wonders of nature, and putting them front and center in their lives.

The couple became members and began making gifts to The Trustees after getting acquainted with other properties, like World's End near their Hingham home. "We decided, at this point in life when we have a few dollars to spare, we could put it into something that would preserve the land in its natural state



forevermore," Jack says. Ultimately, they give with hopes that Slocum's River Reserve, a place that holds so much meaning to them, can maintain its present glory for the generations of visitors to come—whether or not those visitors share the same last name.

If you have planned a legacy for The Trustees, let us know so that we may welcome you to The Semper Virens Society.

For further information please contact:
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WHO KNEW?

Fun Facts about The Trustees' Bringing Our Stories to Life Campaign

The impact of our ongoing \$26.6 million investment in restoration and interpretation of our cultural resources throughout the state is being felt in fascinating ways.

Actors
portraying
members of
the Crane staff
leading our
new fun and
interactive
tours at Castle
Hill on the
Crane Estate.

6

Programming
partnerships
established
with mission-
aligned cultural
organizations,
such as
Winterthur
Museum and
the American
Public Gardens
Association.

7

Ornamental
gardens
preserved and
maintained by
The Trustees
statewide that
are open and
available for
the public's
enjoyment.

12

Colorful,
hand-carved
Venetian
gondola poles
that have been
meticulously
restored in
Naumkeag's
Afternoon
Garden.

17

Different
cultivars
among the 80
Rhododendrons
planted at the
Allen C. Haskell
Public Gardens
in New Bedford
and now open
to the public.

41

Visitors who
say they now
spend more
than two hours
at Trustees'
cultural sites.

45%

New point-of-sale terminals currently being installed for use at Trustees properties to facilitate admissions and merchandise sales, data management, and member transactions.

67

Visitors who tell us their visit to a Trustees historic house or garden met or exceeded their expectations.

99%

Classes, workshops, tours and events happening at Trustees properties this fall to engage and excite visitors of all ages.

739

Bricks laid in the Casino courtyard walkway around the former swimming pool, at Castle Hill on the Crane Estate.

22,000

Pages of Trustees' historic property materials, architectural drawings and blueprints, and legal documents that have been digitized and made available for archival and research purposes.

177,532

Still needed to reach the Bringing Our Stories to Life Campaign goal, which will enable The Trustees to fully reimagine the cultural history of its houses, gardens and built environments.

\$3.2 million

Financial Report

In Fiscal Year 2015 – which represented the second year of delivering on our refreshed strategic plan, *The Path Forward* – The Trustees continued to sustain the impressive overall financial growth of recent years. Spurred by the refinement of the approaches and tactics articulated in the plan, we saw growth in all our sources of funding – most notably through philanthropy, membership, and property-based enterprise – providing increased resources for the essential work of the organization. The largest contributor to the 23% gain in contributions, grants and transfers was the further success of the Cultural Resources Campaign. And through our continued investment in Development staffing, we are pursuing increased levels of both unrestricted and restricted donations. This continued revenue expansion, complemented by prudent financial management, is designed to support the ambitious objectives that underpin the strategic plan.

The growth in our resources has allowed us to continue to invest in engagement and cultural resources, which drives the connection to and usage of our reservations. As a result, membership and annual giving experienced both an increase in member households (up to 47,000) and related revenues over the previous fiscal year. Membership achieved a record \$4 million in revenue. Thanks to an enhanced focus on programming, visitor experience, and marketing, property revenues in Fiscal 2015 grew by 10.8% over last year. Additionally, we complemented visitors' experiences by adding revenue-generating endeavors such as cafés and retail merchandise. Our abilities to further

leverage property revenues are continuing to undergo thoughtful and creative assessment as part of the next phase of the strategic plan and beyond. Striking the right balance between protecting the land and properties and creating revenue opportunities in order to pay for this protection is a fundamental principle of how we now work.

At \$141.4 million, our endowment valuation reflects increases, net of the spending draw, of 2.5% in Fiscal 2015. In calculating the endowment spending, we continue to employ the hybrid model that was adopted in Fiscal 2013, designed to reduce the volatility in the annual endowment support for operations.

Our organization functions at high capacity with a lean operation, but this fiscal year has once again proven that judicious investments in growth are necessary for sustained financial health. The financial team, with assistance from senior management and the Board, carefully manages the precious resources of The Trustees; but all of us rely on the Trustees staff as the key to continual fiscal prudence, revenue generation, community support, and membership growth. We are excited about realizing on our future strategic goals, and I look forward to sharing our continued progress with you.



Amy L. Auerbach
Treasurer

FINANCIAL HIGHLIGHTS

(in thousands of dollars)

OPERATING REVENUE & SUPPORT	FY 2015	FY 2014	FY 2013
Property Revenue	\$9,056	\$8,170	\$7,025
Endowment Support	6,385	6,247	6,105
Contributions, Grants & Transfers	7,533	6,135	5,403
Membership Dues	4,043	3,807	3,327
SUBTOTAL	\$27,017	\$24,359	\$21,860

OPERATING EXPENSES	FY 2015	FY 2014	FY 2013
Property & Resource Stewardship	\$12,125	\$11,801	\$10,575
Programs*	6,778	5,635	5,452
Fundraising	2,540	2,269	1,889
Member Services	1,353	1,110	1,197
Marketing & Communications	1,116	1,098	668
Administrative	3,008	2,548	2,075
SUBTOTAL	\$26,920	\$24,461	\$21,856

OPERATING SURPLUS/(DEFICIT)	\$97	\$(102)	\$4
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Non-Operating Contributions, Investment and Other Activity	\$4,517	\$15,324	\$11,184
TOTAL CHANGE IN NET ASSETS	\$4,614	\$15,222	\$11,188
NET ASSETS (Beginning of Year)	\$262,612	\$247,390	\$236,202
NET ASSETS (End of Year)	\$267,226	\$262,612	\$247,390

*Programs include Land Conservation, Agriculture, Cultural Resources and Visitor Engagement.

In addition to operating support The Trustees raised \$10.1 million for special projects, new endowment, and planned gifts for total philanthropy of \$17.6 million in FY15, as compared to \$21.6 million in FY14.

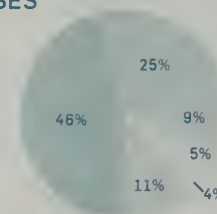
FY 2015 OPERATING INCOME

Property Revenues: **34%**
Endowment Support: **23%**
Contributions, Grants & Transfers: **28%**
Membership Dues: **15%**

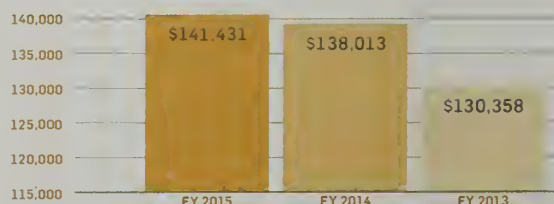


FY 2015 OPERATING EXPENSES

Property & Resource Stewardship: **46%**
Programs*: **25%**
Fundraising: **9%**
Member Services: **5%**
Marketing & Communications: **4%**
Administrative: **11%**



ENDOWMENT (in thousands of dollars)



Keeping the Magic Alive

BY JEFF HARDER

Walk around David Barrett's house in Marion and you'll find relics of the past rooted in the ground: a *Metasequoia*, an *Acer griseum*, a *Styrax japonicus* that still flowers every May decades after going into the soil. The yellow *Clivia*, however, blossoms less predictably. "It always gets a lot of tender love and care, and last summer it bloomed beautifully, but I think it's taking this year off," David says.

A temperamental being of a different sort gifted each of those plants to David: the late Allen Haskell, the nationally renowned horticulturist and progenitor of The Trustees' Allen C. Haskell Public Gardens in New Bedford. In the early 1980s, David started making regular half-hour drives into the city to buy trees and shrubs from Allen and to seek his counsel. He wouldn't give certain customers "the time of day," David says with a laugh, but the two became fast friends because of his own earnestness as a rookie gardener. "Allen would explain things to me, like 'This is a *Zelkova*,' 'this will bloom here,' 'this is a rarity.'"

The old incarnation of Allen's nursery was "a magical place," David says—full of rare plants, topiaries, and the occasional peacock. Even as Allen attracted high-profile clients like Jacqueline Onassis and Martha Stewart, his friendship with David persisted: Allen even designed one of David's flower beds. (Today, Allen's former partner Gene Bertrand continues to visit David's Marion home every week to maintain the plantings.)

When the property deteriorated after Allen's passing in 2004, David was especially dismayed. "To see all these things overgrown and just going to ruin, it was really a shame in my view," he says. "I've got to thank The Trustees: they have a vision of



bringing Haskell's back to life. That's what drew me to support it."

David specified that his gift fund the operations at Allen C. Haskell Public Gardens—an area of particular need for The Trustees to maintain high standards of stewardship in landscapes and gardens—while The Trustees can focus on fundraising for capital projects. And in his journeys back to Shawmut Avenue since the property re-opened last autumn, David has been heartened to see it revert back to the place he remembers so well. "It's an oasis," he says. "It brings back so many fond memories of the time I spent there, and it

The Haskell oasis is a haven for hostas—47 varieties adorn the gardens.

would have been a shame not to bring it back to life. It's great for horticulture, great for New Bedford, and it's great for the region."

David's generous contribution to The Trustees' "Bringing Our Stories to Life" campaign helps support the restoration and interpretation of our cultural resources across the state.



Governance Volunteers

BOARD OF DIRECTORS

Directors serve as the governing board of The Trustees, charged with the ultimate responsibility for the organization's operations.

David D. Croll, Chair

Brian M. Kinney, Vice Chair

Augusta Perkins Stanislaw, Secretary

Amy L. Auerbach, Treasurer

Clement C. Benenson

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Paula V. Cortés

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Jared S. Keyes

Nicholas H. Kimball

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Robert Mason

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Daniel K. Mayer

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Anthony Sanchez

Stanley Schantz

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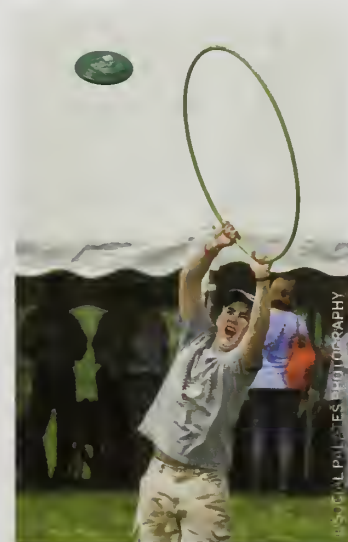
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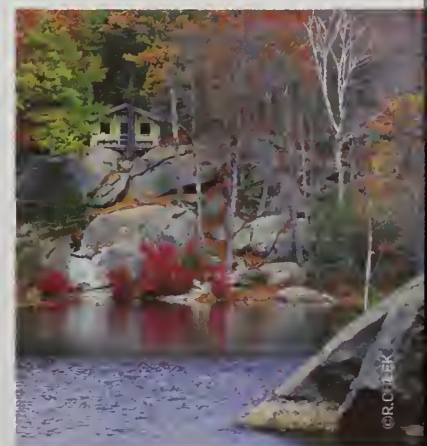
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